

Message Text

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LIMITED OFFICIAL USE PRAGUE 1370

COMMERCE FOR BEWT

E.O. 11652: N/A

TAGS: BEXP, CZ

SUBJECT: US-CZECHOSLOVAK TRADE OPPORTUNITIES

REF: PRAGUE 1311

1. REF TRADE OPPORTUNITY, FOR ROLLING MILL AND WELDING PLANT FOR CZECHOSLOVAK STEEL INDUSTRY, IS FIRST CONCRETE RESULT OF OUR CONTACTS WITH SKODAEXPORT PRESIDENT PREMYSL STROUGAL, BROTHER OF PRIMER MINISTER. WE HOPE COMMERCE WILL DO UTMOST TO BRING T.O. TO ATTENTION OF MAJOR AMERICAN FIRMS, SINCE GOOD U.S. INDUSTRY RESPONSE IN THIS CASE COULD ENCOURAGE SKODAEXPORT TO SWING MORE SIGNIFICANT BUSINESS OUR WAY, WHICH STROUGAL SAYS THEY WOULD LIKE TO DO.

2. WE HAD UNDERSTOOD SKODAEXPORT MIGHT GIVE US T.O. FOR IRON PELLETIZATION PLANT FOR KURSK COMPLEX IN USSR (PRAGUE 816 BUT SOVIETS HAVE ORDERED PLANT DIRECT FROM ALLIS CHALMERS. IN ANOTHER AREA, WE HAVE BEEN IN TOUCH RECENTLY WITH SKODAEXPORT RE POSSIBILITY OF CHEMICO (DIVISION OF CHEMICAL CONSTRUCTION CORPORATION) SUPPLYING AIR-POLLUTION CONTROL SYSTEMS FOR CZECHOSLOVAK POWER PLANTS. CHEMICO IS PRESENTLY HOPING TO BRING A TOP EXECUTIVE AND TECHNICAL PEOPLE TO PRAGUE FOR DETAILED PRESENTATION, PERHAPS IN SEPTEMBER. DEAL IF CONCLUDED (AND THERE IS WEST EUROPEAN AND JAPANESE COMPETITION) SHOULD BE WORTH AT LEAST SEVERAL MILLION DOLLARS.

SHERER

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NNN

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